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File 810:Business Wire 1986-1999/Feb 28  
(c) 1999 Business Wire  
File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc  
File 625:American Banker Publications 1981-2004/Aug 18  
(c) 2004 American Banker  
File 268:Banking Info Source 1981-2004/Aug W1  
(c) 2004 ProQuest Info&Learning  
File 626:Bond Buyer Full Text 1981-2004/Aug 18  
(c) 2004 Bond Buyer  
File 267:Finance & Banking Newsletters 2004/Aug 16  
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Set	Items	Description
S1	967	(DONAT? OR DONOR? OR GIVING OR CONTRIBUT? OR GIVE OR GIVES OR GIVING) (5N) (APPRECIATED() (ASSET OR ASSETS OR STOCK OR STOCKS OR SHARE OR SHARES OR BOND OR BONDS OR GIFT OR GIFTS OR SECURITY OR SECURITIES))
S2	316	(TRANSFER? OR DOWNLOAD? OR DISPLAY? OR UPLOAD? OR SENT OR - SEND OR SENDS OR SENDING OR TRANSMISS? OR TRANSMIT? OR DISTRIBUT? ) (5N) APPRECIATED() (ASSET? ? OR STOCK? ? OR SHARE? ? OR BOND? ? OR GIFT? ? OR SECURITY OR SECURITIES)
S3	14	(S1 OR S2) (5N) (INTERNET OR ONLINE OR ON() LINE OR ELECTRONIC? OR COMPUTERI?)
S4	2631024	CHARITY OR CHARITIES OR CHARITABLE? OR NON() PROFIT? OR FOUNDATION OR FOUNDATIONS
S5	2543	(CALCULAT? OR ESTIMAT? OR RECORDING? OR IDENTIF?) (5N) (TAX - OR TAXABLE) ( ) (SAVING? OR RECEIPT? OR DEDUCTION?)
S6	1334	DONOR? (5N) (ACCOUNT OR ACCOUNTS)
S7	36	ASSETSTREAM?
S8	3784	AU=(JOHNSON, D? OR JOHNSON D? OR STEWARD, D? OR STEWARD D?)

S9	14	S3(S)S4
S10	4	S9 NOT PY>2000
S11	3	RD (unique items)
S12	0	S9(S)(S5 OR S6)
S13	3135	(APPRECIATED() (ASSET OR ASSETS OR STOCK OR STOCKS OR SHARE OR SHARES OR BOND OR BONDS OR GIFT OR GIFTS OR SECURITY OR SE- CURITIES))
S14	1175	S13(S)S4
S15	2	S14(S)S5
S16	1	RD (unique items)
S17	26	S14(S)S6
S18	13	S17 NOT PY>2000
S19	12	S18 NOT (S11 OR S16)
S20	8	RD (unique items)
S21	41	S14(S) (INTERNET OR ONLINE OR ON()LINE OR ELECTRONIC? OR CO- MPUTERI?)
S22	37	S21 NOT (S11 OR S16 OR S20)
S23	13	S22 NOT PY>2000
S24	8	RD (unique items)
S25	88	S13(S) (INTERNET OR ONLINE OR ON()LINE OR ELECTRONIC? OR CO- MPUTERI?)
S26	41	S25(S)S4
S27	29	S26 NOT (S11 OR S16 OR S20 OR S24)
S28	17	RD (unique items)

11/3,K/1 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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08078039 Supplier Number: 67323056 (USE FORMAT 7 FOR FULLTEXT)  
**Last chance for 2000 AMAF donations. (American Marketing Association  
Foundation) (Brief Article) (Editorial)**  
Marketing News, v34, n24, p22  
Nov 20, 2000  
Language: English Record Type: Fulltext  
Article Type: Brief Article; Editorial  
Document Type: Magazine/Journal; Trade  
Word Count: 235

... to the AMA Foundation part of your year-end charitable giving by:  
\* donating by check, **electronic** bank draft or wire **transfer** ;  
\* making a gift of **appreciated securities** to avoid capital gains  
taxes while obtaining a **charitable** tax deduction; or  
\* including the AMA Foundation in estate plans through bequeathing  
cash, stocks, retirement...

11/3,K/2 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

12845101 SUPPLIER NUMBER: 67493016 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**YEAR-END TAX TIPS.**  
KORN, DONALD JAY  
Black Enterprise, 31, 5, 125  
Dec, 2000  
ISSN: 0006-4165 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 2587 LINE COUNT: 00195

... planning thoughts may turn toward charitable contributions. These  
include items given to charity: used furniture, **electronic** goods, a car,  
or even **appreciated securities** .

"A **donation** of **appreciated securities** offers greater tax  
benefits than a cash contribution," says Stewart. "You'll get a full  
write-off (as long as you held the securities for more than a year). The  
**charity** can sell the securities without owing any tax, and you won't owe  
any capital..."

11/3,K/3 (Item 1 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(c) 2004 McGraw-Hill Co. Inc. All rts. reserv.

01077404  
**When Giving Means Getting Back: The tax advantages of donating stock**  
Business Week April 10, 2000; Pg 232; Number 3676  
Journal Code: BW ISSN: 0007-7135  
Section Heading: BusinessWeek Investor: Donations: Estate Planning  
Word Count: 635 \*Full text available in Formats 5, 7 and 9\*

BYLINE:  
BY JOAN OLECK

TEXT:  
... a founding partner of Mohr, Davidow Ventures in Menlo Park, Calif.,

predicts a flood of **giving** of **appreciated** **stock** by Internet billionaires in years to come. Indeed, both Davidow and Fong are already multimillion-dollar stock...

...So if you're sitting on capital gains you'd like to turn over to **charity** , here are some key points:

TAKE A DEDUCTION. The Internal Revenue Service allows you to...

16/3,K/1 (Item 1 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

13123703 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**The Schwab Fund for Charitable Giving(TM) Releases Two Powerful New  
Web-Based Tools for Charity**  
PR NEWSWIRE  
October 03, 2000  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 570

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... step further, showing both income tax savings and capital gains tax savings realized by contributing **appreciated securities** .  
Charitable Giving Planner: The Charitable Giving Planner calculates the long-term tax benefits and potential...

20/3,K/1 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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08241346 Supplier Number: 67316989 (USE FORMAT 7 FOR FULLTEXT)

**Charitable Impulse + Capital Gains Strategies = Donor-Advised**

**Funds. (business managment)**

Goolrick, Faye

Georgia Trend, v16, n3, p3

Nov, 2000

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; General Trade

Word Count: 4319

... a gifts and collectibles retail business, has essentially transferred all her charitable giving from personal **accounts** to a donor-advised fund at the Gwinnett Foundation. Beginning with a fully deductible, lump-sum donation of **appreciated stock**, Willis set up a fund that, among other things, provides a yearly stipend for the **foundation**'s administrative expenses, as well as regular contributions to her two favorite local causes, the...

...Family Life Center of her church, Duluth First United Methodist, and the Gwinnett Hospital System **Foundation**. The Gwinnett **Foundation** now administers the fund, keeps detailed records, and relies on a team of professional money...

20/3,K/2 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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07991437 Supplier Number: 62559004 (USE FORMAT 7 FOR FULLTEXT)

**Clientstrategies - Winning The Giveaway Game: Their long-term approach and tax advantages are making donor-advised funds increasingly popular.**

Korn, Donald Jay

Financial Planning, pITEM0015900F

April 1, 2000

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Professional

Word Count: 2001

... Ross, executive director of the Schwab Fund for Charitable Giving, "with the idea that their **accounts** may outlive them."

**Donor**-advised funds may offer similar advantages to private foundations, but are even better in some...

...In addition, deductions up to 30% of adjusted gross income are permitted for donations of **appreciated securities** held for more than a year, if given to a donor-advised fund (considered a public **charity**) while deductions for similar gifts to a private **foundation** are limited to 20% of adjusted gross income.

Some experts say that \$1 million or...

20/3,K/3 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05697812 Supplier Number: 50140549 (USE FORMAT 7 FOR FULLTEXT)

## Using Pooled Funds For Charitable Giving

JAFFEE, JAMIE B.

National Underwriter Life & Health-Financial Services Edition, v102, n27, p 10

July 6, 1998

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Magazine/Journal; Trade

Word Count: 611

... Who can benefit from donor-advised funds?

Clients who are best suited to establish a **donor** -advised fund **account** include those seeking to create a giving vehicle which will best allow donations to grow...

...their maximum potential. Donor-advised funds are also appropriate for those seeking to balance their **charitable** giving goals with their tax and estate planning needs--a public **charity** can provide donors with a full market value tax deduction on today's value of **appreciated securities**, as well as a way to minimize their capital gains tax.

Recipient charities of donor...

20/3,K/4 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

02094064 64373549

### Year-end tax tips

Korn, Donald Jay

Black Enterprise v31n5 PP: 125-130 Dec 2000

ISSN: 0006-4165 JRNL CODE: BEN

WORD COUNT: 2304

...TEXT: by early December if you want a deduction for this year."

A direct gift of **appreciated securities** may work well for one \$20,000 gift, but not for 10 \$2,000 gifts...

... setting up a donor-advised fund," says Wheaton. "They're available through many local community **foundations** and some major mutual fund companies, such as Fidelity and Vanguard." Charles Schwab also has a donor-advised fund. Donor-advised funds are pools of assets destined for **charitable** giving. Each **donor** has an **account** in the fund. **Donors** direct how the amount in their account will be donated to various **charities**.

Contributions you make to a donor-advised fund are immediately deductible. The fund will sell...

20/3,K/5 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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14121592 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**The Schwab Fund for Charitable Giving(TM) Tops \$100 Million in Donations**

PR NEWSWIRE

December 07, 2000

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 702

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... immediate tax deduction for their contribution and can avoid capital gains taxes if they contribute **appreciated securities**. They can benefit from these tax advantages before they've chosen the **charities** they wish to support. We ensure that the organizations they select to receive grants are IRS-approved **charities** and donors can make donations anonymously if they prefer."

Charities benefit from the Fund's...

20/3,K/6 (Item 1 from file: 610)

DIALOG(R)File 610:Business Wire

(c) 2004 Business Wire. All rts. reserv.

00254296 20000411102B4863 (USE FORMAT 7 FOR FULLTEXT)

**Eaton Vance Announces The Introduction Of The U.S. Charitable Gift Fund And Its Pooled Income Funds, Designed To Meet Wealth Transfer Needs Of Investors**

Business Wire

Tuesday, April 11, 2000 14:48 EDT

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 1,230

...ies), The Gift Fund receives the principal to establish a tradition of giving by the **donor's account** successor(s), or grants can be

made to those charities designated by the donor. The...

...at death--will be determined by the Fund's investment performance.

Gifts of long-term **appreciated securities** avoid capital gains taxes, and

generally entitle the donor to receive a tax deduction based...

...over 65 mutual funds, individuals and various institutional accounts, including corporations, hospitals, retirement plans, universities,

**foundations** and trusts.

A Gifting Booklet dated April 3, 2000, containing all material terms of the ...

20/3,K/7 (Item 1 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

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04567070

**Client Strategies - Venture Philanthropists: When it comes to charitable contributions, many newly wealthy give more yet expect more from organizations they benefit.**

Dennis R. Delaney

Financial Planning

June 1, 2000

DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH

WORD COUNT: 1813

RECORD TYPE: FULLTEXT



TEXT:

...yet another element of affluenza.

So, how can you as an adviser help your client? **Charitable** giving is one way. In fact, many have become intensely engaged in philanthropy as a ...

...follow the lead of the titans of the "old" economy by setting up their own **charitable** entities, which in turn make multiple distributions to different public **charities** over time.

Why don't clients simply make gifts directly to **charities** instead of setting up and funding some sort of entity that distributes to **charities**? There are a number of reasons. One is that these entities allow the client and his or her family to participate in a long-term **charitable** giving program, helping family members connect and share a sense of purpose. Another reason is...

...be flexible in their philanthropy and interact more with the people who run the benefited **charities**, providing the donor ...that these donors are interested in procuring more "bang for their buck" when giving to **charity**. Having been held to high standards by venture capitalists with good results they are quite comfortable applying...

...investment in the form of increased benefits to the community. Being new at large-scale **charitable** giving, they are less likely to be bound by a tradition of family giving to a particular **charity** than are those with "old" money. The venture philanthropist seeks to maximize results from his ...

...as those results may be to quantify, by conducting their philanthropic activities through their own **charitable** entities.

Four of these entities private **foundations**, donor-advised funds, supporting organizations and **charitable** lead trusts are proving to be particularly popular with those making **charitable** gifts with a desired return on investment in mind. The private **foundation** is popular because it allows the donor not only to make decisions with regard to **charitable** distributions, but also to decide how to invest the assets that are not yet distributed to **charity**. There are limitations on each of these powers, such as the rule that generally requires a private **foundation** to distribute at least 5% of the fair market value of its assets each year, but these limitations rarely pose a problem for donors with **charitable** programs in mind. Private **foundations** are a great way to remove highly **appreciated stock** from the donor's estate, but beware of the limitation that forbids the **foundation** from holding more than 20% (in some cases 35%) of the voting interest of a...

...partnership.

For the client looking to leave a lasting legacy, the permanence of a private **foundation** will likely be especially attractive as it affords the donor the opportunity to carry on...

...her good work and family name for generations to come. Also, contributions to a private **foundation** are tax-favored, being fully deductible for income tax purposes (but only to the extent...  
...s adjusted gross income) and for gift, estate and generation-skipping tax purposes.

Still, private **foundations** can be costly to set up and administer, and thus may not be cost efficient...

...clients may opt instead to set up donor-advised funds. Under this arrangement, a public **charity**, such as a community **foundation**, sets up an **account** for a **donor**, accepts the **donor**'s gifts to the **account**, manages the money and generally makes distributions to whatever **charity** or **charities** the donor recommends. Some donor-advised funds provide additional services, such as researching **charities**, staying abreast of work done in certain **charitable** sectors and helping to educate the donor and his or her family about philanthropy. Other...

...typically may select from a group of mutual funds, whereas the donor of a private **foundation** enjoys more flexibility over investment decisions. Donor-advised funds offer greater tax advantages than private **foundations** because a donor-advised fund is treated as a public **charity**.

Therefore, cash gifts to donor-advised funds may be fully deducted so long as they...

...the donor's adjusted gross income, as opposed to 30% for gifts to a private **foundation**. Stock gifts to a donor-advised fund also enjoy a tax advantage over stock gifts to a private **foundation**.

Another alternative to a private **foundation** is a supporting organization, an entity that supports a particular public **charity** or **charities**. For the donor who wants continuing control over his or her **charitable** giving, the typical supporting organization is more limited than the other three entities because it exists to support a particular **charity** or **charities** and may not make any distributions to any other **charities**. On the other hand, a supporting organization may offer more opportunity for regular interaction with those who run the **charity** receiving the distributions. Like the donor-advised fund, a supporting organization is considered to be a public **charity**, so it offers greater tax advantages than a private **foundation** and is not subject to the voluminous regulations that govern private **foundations**. Of course, a supporting organization is subject to its own considerable set of IRS regulations...

...fourth entity that has gained in popularity over the past few years has been the **charitable** lead trust. This type of trust "leads" with distributions to **charities** for a set period of time either a number of years or during a named individual's lifetime. Ultimately, the trust distributes to non-**charitable** beneficiaries, usually the donor's children or grandchildren. The **charitable** lead trust can be a powerful estate planning tool, enabling the donor to make **charitable** gifts and also to pass assets to descendants at reduced gift and estate tax rates...

...these entities allow venture philanthropists to maintain a high degree of involvement with their favored **charities**. Each can be used to research **charities**, allowing the donor to give to the **charity** that presents the best prospects for strong returns. If the return on this investment does...

...materialize, the venture philanthropist can discontinue the funding and move on to a new public **charity**. A **foundation**, **charitable** lead trust or supporting organization with ...the venture philanthropist to develop a constructive relationship with those who run the benefited public **charities**. For instance, a college president may join the donor and the donor's family in...

...way for the family to connect in a shared enterprise to do good. The private **foundation**, donor-advised fund or **charitable** lead trust all can involve using a family committee to choose which **charities** will receive

distributions, creating an opportunity for members of the donor's family to get...

...site visits to see where the money goes or to lend a hand with the **charity**'s work and the children also conduct research on their own and help make distribution...

...short, many who have experienced sudden wealth have found that philanthropy conducted through their own **charitable** entity can be just the right medicine to ease their transition into a new economic...

20/3,K/8 (Item 2 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

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04564170

**Clientstrategies - Winning The Giveaway Game: Their long-term approach and tax advantages are making donor-advised funds increasingly popular.**

Donald Jay Korn

Financial Planning

April 1,2000

DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH

WORD COUNT: 2019

RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

Giving away **appreciated securities** instead of cash has long been a savvy tax planning strategy. Assuming the securities have been held longer than a year (and the complicated rules regarding **charitable** deductions as a percentage of income don't interfere), the donor gets a 100% tax...

...planner who's a portfolio manager with Litman/Gregory Fund Advisors in Larkspur, Calif. "Contributing **appreciated assets** may allow a client to get out of a position he or she refrained from selling because of the tax consequences."

Donating **appreciated securities** may have some drawbacks. Paperwork can be a hassle, especially if several donations to various...

...Donor-advised funds can help address such issues. These funds, long offered by local community **foundations**, are now on the "product lines" of major financial institutions. Fidelity Investments has announced that its **Charitable** Gift Fund, in existence since 1992, ranked as the third largest nonprofit organization in the...

...Charles Schwab have recently entered the field.

As Wheaton explains it, a direct gift of **appreciated securities** may work well for one \$40,000 gift but not for making 10 \$4,000...

...prefer contributing to a donor-advised fund. These funds also allow clients to add new **charities** in the future, if they find others they'd like to support."

In essence, a donor-advised fund combines immediate tax deductions with deferred **charitable** giving. Donors make irrevocable gifts to the fund and take an upfront write-off for the full value, subject to the limits mentioned above. The actual **charitable** donations ("grants," in the lingo of these funds) may be spread out over a period...

...donors continue to exert considerable control over money they've previously given away.

At Fidelity, **appreciated securities** comprise over 80% of the assets

donated to its **Charitable** Gift Fund, says Cynthia Egan, president of the fund. "The process is very simple. Donors...

...don't owe any tax on prior gains. Then the cash is invested in various **accounts** chosen by the **donor**. Thus, if **donors** pick **accounts** performing well, their contributions can continue to grow.

After the contribution, grants to various **charities** may ...grants is uncomplicated, according to Wheaton. "When a donor wants to make a donation to **charity**," he says, "he or she simply sends information regarding the gift to the sponsoring organization which, after verifying the **charity**'s tax-exempt status, sends a check directly to the **charity** indicating that it is from the **donor**'s **account**." Thus, the **donor** may receive recognition for the gift, if that's important.

Grants can be made to any of 650,000 **charities** approved by the Internal Revenue Service. "We usually have no trouble honoring the donor's...

...grant. That is, a grant can't be used to buy a table at a **charity** breakfast or pay for a cruise bought at a **charity** auction." Susan Smith, marketing director of the Vanguard **Charitable** Endowment Program, notes that grants cannot be used to fulfill **charitable** pledges already made by the donor.

If those are the ground rules, when do donor...

...that they simplify things for donors. "If a client comes into December wishing to donate **appreciated** **shares** of stock but can't name all the **charities** or doesn't want to go through all the paperwork, these funds can be very...

...includes clients who have been giving \$2,000 to \$20,000 in cash to various **charities** on an annual basis and realize the advantages of using appreciated property to fund these contributions each year, in cash, so he can use his **account** in the **donor**-advised fund to make two or three years' worth of donations."

Camp #2, says Wheaton, includes clients who considered setting up a private **foundation**. "They like the privacy of a donor-advised fund. Ironically, the books of a private **foundation** are not private' anyone can ask for a copy of its records. In addition, clients may be drawn to the simplicity of a donor-advised fund [since] a private **foundation** requires the effort and expense of drafting documents, paying ongoing attorney's fees, filing federal...

...tax returns and keeping records."

There are similarities between donor-advised funds and private family **foundations**. Both permit donors to retain some control over future **charitable** contributions. If George Jones sets up the George Jones **Foundation**, that **foundation** can make grants to his alma mater, year after year, and the **foundation**'s director will get the care and pampering accorded to major **charitable** contributors. If his alma mater adopts some unwelcome policies, though, the **foundation** can redirect ongoing contributions.

Donor-advised funds can provide this same type of long-time oversight. Private family **foundations** can name the donor's children or even grandchildren as successors. Thus, the donor can bequeath his descendants the responsibility for **charitable** giving as well as the opportunity to associate with local movers and shakers involved in...

...younger family members as successors," says Peggy Ross, executive director of the Schwab Fund for **Charitable** Giving, "with the idea that their **accounts** may outlive them."

**Donor**-advised funds may offer similar advantages to private

**24/3,K/1 (Item 1 from file: 16)**  
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08095433 Supplier Number: 67502944 (USE FORMAT 7 FOR FULLTEXT)  
**From Career to Car Pool.**  
Gordon, Joanne  
Forbes, pNA  
Dec 11, 2000  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; General Trade  
Word Count: 2134

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...of marriage throwing themselves into the company they worked for, InterVu, which builds systems allowing **Internet** audio and video delivery. Kim was not quite ready to become a full-time mom...

...purchase price. To pay down the mortgage, the Brownells decided to set up a lifetime **charitable** remainder trust. This tactic would let them realize income from **appreciated stock**, avoid the 30% capital gains taxes, get a tax deduction-and give to **charity**. How? They took \$1.7 million worth of stock out of their nest egg-then valued at \$7 million-and transferred it into the **charitable** trust. At the end of each year they will get a percentage (in this case...

...deduction is based on an IRS-calculated percent of the amount that eventually passes to **charity**, or the "remainder," after the Brownells die. It was a good idea back in March...

...after announcing it would be acquired by Akamai. By mid-April it joined other deflating **Internet** stocks and sank as low as \$37. The Brownells will get \$91,800 from the...of the week for tasks such as laundry and grocery shopping; the latter she does **online**. As for caretaking, she's glad to be home. "Ihad kids so I could participate...

**24/3,K/2 (Item 2 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06070724 Supplier Number: 53545622 (USE FORMAT 7 FOR FULLTEXT)  
**The Growing Awareness Of Venture Capital In Congress.(Industry Overview)**  
Kingsley, Daniel T.  
Venture Capital Journal, pNA  
Jan 1, 1999  
Language: English Record Type: Fulltext  
Article Type: Industry Overview  
Document Type: Newsletter; Trade  
Word Count: 421

... of the H-1B visa program, permanent extension of the tax credit for contribution of **appreciated stock** to private **foundations**, biomaterials product liability reform, **Internet** tax moratorium and Year 2000 information-sharing legislation all became law. These important issues transcended...

**24/3,K/3 (Item 1 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
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14364817 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Charles Collier Joins the Board of Directors at AssetStream Corporation**

PR NEWSWIRE

December 22, 2000

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 366

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... OptiGift(TM) tool provides donors with the ability to give stocks or mutual funds to **charity** via the **Internet**. AssetStream is a company dedicated to transforming the **charitable** giving process by improving the speed, convenience, and tax-efficiency of **charitable** giving, especially with gifts of **appreciated assets**. Contact: Steve Cvetetic AssetStream Corporation 400 Unicorn Park Drive Woburn, MA 01801 781-938-0008...

**24/3,K/4 (Item 1 from file: 624)**

DIALOG(R)File 624:McGraw-Hill Publications

(c) 2004 McGraw-Hill Co. Inc. All rts. reserv.

01114589

**WHY SO MANY ARE GIVING SO MUCH: The long economic boom--and new ways to save on taxes--have produced an outpouring of generosity**

Business Week October 9, 2000; Pg 166E10; Number 3702

Journal Code: BW ISSN: 0007-7135

Section Heading: The Best of Business Week Online: CHARITY

Word Count: 639 \*Full text available in Formats 5, 7 and 9\*

BYLINE:

By Christopher Farrell

TEXT:

...many of the characteristics of family foundations.

EASY TO DO. Fidelity, for instance, launched a **charitable** gift fund in 1992 and as of June, 1999, it had more than \$1.8 billion in assets.

**Charitable** gift funds are easy to set up, since the financial institution handles the investment and...

... tax deduction for their cash or securities contribution; they get a large say in which **charities** get the money, and the endowment compounds over time. Once the fund is set up they can make contributions with a phone call or **online**. And with more than half of U.S. households owning stock, more middle-income people are donating **appreciated stock** rather than cash.

Underlying this outpouring of generosity is a deep impulse that was illuminated...

**24/3,K/5 (Item 2 from file: 624)**

DIALOG(R)File 624:McGraw-Hill Publications

(c) 2004 McGraw-Hill Co. Inc. All rts. reserv.

0588102

**ITEMIZING BENEVOLENCE**

Business Week August 8, 1994; Pg 75; Number 3384

Journal Code: BW ISSN: 0007-7135

Section Heading: Personal Business: Smart Money  
Word Count: 394 \*Full text available in Formats 5, 7 and 9\*

BYLINE:  
Pam Black

TABLE:  
...get in return for your contribution--which should be subtracted from your deduction.  
-- Gifts of **appreciated stock** are no longer subject to the alternative minimum tax.  
-- Noncash gifts need to be acknowledged but not valued by the **charity**. Gifts of more than \$5,000 must be accompanied by a qualified appraisal.

24/3,K/6 (Item 3 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(c) 2004 McGraw-Hill Co. Inc. All rts. reserv.

0532666  
**HOW TO SHRINK NEXT YEAR'S GIFT TO UNCLE SAM**  
Business Week December 20, 1993; Pg 112; Number 3351  
Journal Code: BW ISSN: 0007-7135  
Section Heading: Personal Business: Taxes  
Word Count: 1,435 \*Full text available in Formats 5, 7 and 9\*

BYLINE:  
Pam Black

EDITED BY AMY DUNKIN

TABLE:  
available **online** ).  
TAX TIP #1  
TO AVOID A MORE INCLUSIVE MARRIAGE PENALTY, WAIT UNTIL JANUARY TO WED...  
...BUSINESS-RELATED CLUB COSTS, SO PAY NEXT YEAR'S DUES NOW  
TAX TIP #5  
GIVE **APPRECIATED STOCKS** OR PROPERTY TO **CHARITY**  
--IT WON'T TRIGGER THE ALTER-NATIVE MINIMUM TAX

24/3,K/7 (Item 1 from file: 267)  
DIALOG(R)File 267:Finance & Banking Newsletters  
(c) 2004 The Dialog Corp. All rts. reserv.

04544376  
**The Growing Awareness Of Venture Capital In Congress**  
Daniel T. Kingsley, executive director, National Venture Capital Association  
Venture Capital Journal  
January 1,1999 DOCUMENT TYPE: NEWSLETTER  
PUBLISHER: SECURITIES DATA PUBLISHING  
LANGUAGE: ENGLISH WORD COUNT: 414 RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

...visa program, permanent extension of the tax credit for contribution of appreciated stock to private **foundations** , biomaterials product liability

reform, **Internet** tax moratorium and Year 2000 information-sharing legislation all became law. These important issues transcended...

TEXT:

...of the H-1B visa program, permanent extension of the tax credit for contribution of **appreciated stock** to private **foundations**, biomaterials product liability reform, **Internet** tax moratorium and Year 2000 information-sharing legislation all became law. These important issues transcended...

24/3,K/8 (Item 2 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

(c) 2004 The Dialog Corp. All rts. reserv.

04541473

**Market Losses = Tax Options: For many clients, 1998 could prove to be one of the first opportunities to rebalance and diversify their portfolios without incurring a big tax bill.**

Diane E. Picard

Financial Planning

November 1,1998 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH

WORD COUNT: 1525

RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...problem is that more and more people are doing more of their own investing using the **Internet** and such and don't keep such good records," he adds. "Planners need to be aware...10,000 per person limit, planners should also remind clients of the possibility of establishing **charitable** remainder trusts. "Many people do not take advantage of the fact that they can make **charitable** donations using **appreciated securities** held more than one year," Picker says. "You get the full deduction for the value..."



28/3,K/1 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2004 The Gale Group. All rts. reserv.

08327651 Supplier Number: 70425280 (USE FORMAT 7 FOR FULLTEXT)  
**AssetStream Offers Unique Employee Benefit.**  
PR Newswire, pNA  
Feb 13, 2001  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 478

... PRNewswire/ --

AssetStream Corporation, in keeping with the company's mission to transform, improve and increase **charitable** giving, has granted its employees, board members and investors the ability to give OptiGift<sup>+</sup> their favorite **charity**, waiving the normal installation and fee. OptiGift is AssetStream's premier web-enabled tool. donors with the ability to give **appreciated assets** and conveniently via the **Internet**.

As part of the new employee benefit program, As. provide free installation and licensing...

...s normal setup and monthly usage fees, to have the ab. donations of **appreciated assets** via the **Internet**.

International Christian Technologists Association recently recommended by one of AssetStream's employees. "

...program has been overwhelmingly positive."

About AssetStream

AssetStream Corporation, the premier provider of web-enabled **appreciated asset** transfer tools for **charitable** giving, is an application service provider serving financial services companies and **non - profits**. AssetStream's OptiGift(TM) tool provides donors with the ability to give stocks or mutual funds to **charity** via the **Internet**. AssetStream is a company dedicated to transforming the **charitable** giving process by improving the speed, convenience, and tax efficiency of **charitable** giving, especially with gifts of **appreciated assets**. The company markets its private-label service directly to **charities** and financial services firms and indirectly through strategic partners.

Contact: Linda Cassidy  
AssetStream Corporation  
400...

28/3,K/2 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2004 The Gale Group. All rts. reserv.

08224620 Supplier Number: 69254577 (USE FORMAT 7 FOR FULLTEXT)  
**Web Services Claim to Speed Charitable Donations.(AssetStream Corp.) (Brief Article)**  
Anderson, Amy L.  
American Banker, v166, n11, p7  
Jan 17, 2001  
Language: English Record Type: Fulltext  
Article Type: Brief Article  
Document Type: Magazine/Journal; Trade  
Word Count: 458

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Woburn, Mass., and GiveaShare.com LLC in Atlanta have developed online services intended to make **charitable** donations of **appreciated stock** and mutual fund shares easier for donors and brokers.

**28/3,K/3 (Item 3 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

08195390 Supplier Number: 68756039 (USE FORMAT 7 FOR FULLTEXT)

**AssetStream & Tucker Anthony Team Up to Simplify Appreciated Asset Giving for Charities and Donors.**

PR Newswire, p9551

Jan 5, 2001

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 498

... AssetStream's innovative new product."

About AssetStream

AssetStream Corporation, the premier provider of web-enabled **appreciated asset** transfer tools for **charitable** giving, is an application service provider serving financial services companies and **non - profits** . AssetStream's OptiGift(TM) tool provides donors with the ability to give stocks or mutual funds to **charity** via the **Internet** . AssetStream is a company dedicated to transforming the **charitable** giving process by improving the speed, convenience, and tax efficiency of **charitable** giving, especially with gifts of **appreciated assets** . The company markets its private-labelled service directly to **charities** and financial services firms and indirectly through strategic partners.

About Tucker Anthony

Tucker Anthony Incorporated...

**28/3,K/4 (Item 1 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

12845944 SUPPLIER NUMBER: 67502944 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**From Career to Car Pool.**

Gordon, Joanne

Forbes, NA

Dec 11, 2000

ISSN: 0015-6914 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 2134 LINE COUNT: 00156

TEXT:

...set up a lifetime charitable remainder trust. This tactic would let them realize income from **appreciated stock** , avoid the 30% capital gains taxes, get a tax deduction-and give to **charity** . How? They took \$1.7 million worth of stock out of their nest egg-then valued at \$7 million-and transferred it into the **charitable** trust. At the end of each year they will get a percentage (in this case...

...deduction is based on an IRS-calculated percent of the amount that eventually passes to **charity** , or the "remainder," after the Brownells die. It was a good idea back in March...

...after announcing it would be acquired by Akamai. By mid-April it joined other deflating **Internet** stocks and sank as low as \$37. The Brownells will get \$91,800 from the...of the week for tasks such as laundry and grocery shopping; the latter she does **online** . As for caretaking, she's glad to be home. "I had kids so I could participate...

**28/3,K/5 (Item 1 from file: 636)**

DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2004 The Gale Group. All rts. reserv.

04068543 Supplier Number: 53545622 (USE FORMAT 7 FOR FULLTEXT)  
**The Growing Awareness Of Venture Capital In Congress.(Industry Overview)**  
Kingsley, Daniel T.  
Venture Capital Journal, pNA  
Jan 1, 1999  
Language: English Record Type: Fulltext  
Article Type: Industry Overview  
Document Type: Newsletter; Trade  
Word Count: 421

... of the H-1B visa program, permanent extension of the tax credit for contribution of **appreciated stock** to private **foundations** , biomaterials product liability reform, **Internet** tax moratorium and Year 2000 information-sharing legislation all became law. These important issues transcended...

**28/3,K/6 (Item 1 from file: 9)**

DIALOG(R)File 9:Business & Industry(R)  
(c) 2004 The Gale Group. All rts. reserv.

3020625 Supplier Number: 03020625 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Web Services Claim to Speed Charitable Donations**  
**(Internet services that facilitate the donation of stock and mutual fund shares to charities have been created by both AssetStream Corp and GiveaShare.com LLC)**  
American Banker, v 166, n 11, p 7  
January 17, 2001  
DOCUMENT TYPE: Newspaper ISSN: 0002-7561 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 414

TEXT:

...Woburn, Mass., and GiveaShare.com LLC in Atlanta have developed online services intended to make **charitable** donations of **appreciated stock** and mutual fund shares easier for donors and brokers.

Experts say these types of donations...

**28/3,K/7 (Item 1 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

02660777 462015011  
**Bring donor advised funds into play**  
Wolosky, Howard W  
Practical Accountant v36n11 PP: 42-46 Nov 2003  
ISSN: 0032-6321 JRNL CODE: PRA

ABSTRACT: Donor advised funds (DAF) had their origin in community **foundations** when donors got an immediate income tax deduction on an irrevocable contribution. Kim Wright-Violich, president of the Schwab Fund for **Charitable** Giving, sees two primary reasons for making DAF contributions. One is that the donor already participates in **charitable** giving and wants to centralize it and make it easier. The other reason is to...

... annual tax deductions and for capital gains avoidance as is the case with donations of **appreciated stock**. The most important question for Jon Skillman, president of Fidelity **Charitable** Gift Fund, in checking out DAFs is "whether the donor advised fund is an established player with experience and solid reputation." The **Internet** is a good starting place to answer that question.

**28/3,K/8 (Item 1 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

32493477 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Planned Charitable Giving, CNNfn**

SECTION TITLE: Business

Ali Velshi

CNNFN NEWS

November 25, 2003

JOURNAL CODE: WCFN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1033

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... it could take long-term capital gains type of characteristics, and gifting that away to **charity** versus cash. VELSHI: And Citibank and Smith Barney have a book on this. BEGUN: We...

... ORDER A VIDEO OF THIS TRANSCRIPT, PLEASE CALL 888-CNNFN-01 OR USE OUR SECURE **ONLINE** ORDER FORM LOCATED AT WWW.FDCH.COM

Copyright: Content and programming copyright 2003 Cable News...

**28/3,K/9 (Item 2 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

32216436

**Wells Fargo & Company at U.S. Bancorp Piper Jaffray Financial Services Conference - Part 1**

FAIR DISCLOSURE WIRE

October 28, 2003

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 4674

... portfolio in a tax efficient manner by donating highly appreciated stock for the Wells Fargo **foundation** thereby reducing future donation expense, consolidating certain company owned facilities and legal entities, and renegotiating...

**28/3,K/10 (Item 3 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

32082574

**Event Brief of Q3 2003 Wells Fargo & Company Earnings Conference Call - Final**

FAIR DISCLOSURE WIRE

October 21, 2003

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 2410

... highly appreciated stocks approx. 40% of co.'s public equity portfolio to the Wells Fargo **Foundation**. 1. This action impacted a number of different aspects of the co.'s income statement...2003, CCBN, Inc. All Rights Reserved.) (Copyright: Content copyright 2003 CCBN, Inc. ALL RIGHTS RESERVED. **Electronic** format, layout and metadata, copyright 2003 FDCH e-Media, Inc. (f/k/a Federal Document...

**28/3,K/11 (Item 4 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

21541409 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Bank One Offers New Internet-Enabled Foundations**

PR NEWSWIRE

March 04, 2002

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 417

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Private Client **Foundation** makes starting and operating a **foundation** much easier than the cumbersome traditional private **foundation**," said William H. Brownson, managing director of philanthropic services. "That means more people can use **foundations** to help their favorite **charities**." Private Client **Foundation** offers: -- a streamlined set up process, -- immediate tax deduction and avoidance of capital gains on...

... complete control over granting process, and -- easy access to information from any computer with an **Internet** connection.

"Foundations allow founders to establish a legacy of giving that perpetuates the family name...

**28/3,K/12 (Item 1 from file: 613)**

DIALOG(R)File 613:PR Newswire

(c) 2004 PR Newswire Association Inc. All rts. reserv.

00691411 20011217NYM064 (USE FORMAT 7 FOR FULLTEXT)

**Salomon Smith Barney Teams Up with GivingCapital**

PR Newswire

Monday, December 17, 2001 09:31 EST

JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 574

TEXT:

...nation's

second largest financial services firm announced today the launch of the

Smith

Barney **Charitable** Investment Fund. This fund enables high net worth clients to make future philanthropic grants to **charitable** organizations, while receiving an immediate income tax deduction on their contribution of cash or **appreciated**

**securities** . The program is offered to clients of the Firm's more than 12,700 Financial Consultants in time for the year-end **charitable** giving season.

The Smith Barney **Charitable** Investment Fund is administered through the Salomon Smith Barney **Charitable** Trust, Inc., an independent 501 (c) (3) public

**charity** . The Salomon Smith Barney **Charitable** Trust houses the funds managed by Smith Barney Asset Management, and reviews donors' grant recommendations to the philanthropic institutions they wish to support. GivingCapital, an independent, **online** donor-advised fund company, will provide the technology, infrastructure, and system processes to streamline implementation, allowing **charitable** funds to be delivered quickly.

"The Smith Barney **Charitable** Investment Fund provides a tax efficient way to support America's philanthropic organizations," said Melanie Schnoll-Begun,

**Charitable** Planning Manager, Philanthropic Services. "Our Financial Consultants work closely with clients to deliver tools for effective estate planning, and **charitable** giving is one of the key ways to do that. What clients will especially like...

...to recommend when, where and how their money may ultimately be distributed."

The Smith Barney **Charitable** Investment Fund enables clients to view their individual donor-advised fund account and make philanthropic grants **online** so that they can monitor the growth of their contributions and decide which **charities** they wish to support from their desktop. To recommend a grant through the Smith Barney **Charitable** Investment Fund, the donor simply submits a recommendation form and the Salomon Smith Barney **Charitable** Trust makes the grant to that organization after confirming the authenticity of the receiving **charity** .

"Salomon Smith Barney recognizes the importance of **charitable** giving now more than ever, and has been dedicated to making the Smith Barney **Charitable** Investment Fund available to its clients this year," said Chris Blunt, chief executive officer of...

...of both worlds: they receive tax benefits for all contributions made to the Smith Barney **Charitable** Investment Fund before the end of 2001, and they have the luxury of recommending their recipient **charities** at any time in the future."

About Salomon Smith Barney

Salomon Smith Barney is a...

28/3,K/13 (Item 2 from file: 613)

DIALOG(R)File 613:PR Newswire

(c) 2004 PR Newswire Association Inc. All rts. reserv.

00484740 20001222NEF009 (USE FORMAT 7 FOR FULLTEXT)

**Charles Collier Joins the Board of Directors at Assetstream Corporation**  
PR Newswire

Friday, December 22, 2000 10:08 EST

JOURNAL CODE: PR NEWSWIRE, INTERACTIVE CONNECTION LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 363

...enterprises serving the public  
good."

About AssetStream

AssetStream Corporation, the premier provider of web-enabled  
**appreciated**

**asset** transfer tools for **charitable** giving, is an application service  
provider  
serving financial services companies and **non - profits** . AssetStream's  
OptiGift(TM) tool provides donors with the ability to give stocks or mutual  
funds to **charity** via the **Internet** . AssetStream is a company dedicated  
to  
transforming the **charitable** giving process by improving the speed,  
convenience, and tax-efficiency of **charitable** giving, especially with  
gifts of  
**appreciated assets** .

Contact: Steve Cvetetic  
AssetStream Corporation  
400 Unicorn Park Drive  
Woburn, MA 01801  
781-938-0008...

28/3,K/14 (Item 1 from file: 625)

DIALOG(R)File 625:American Banker Publications

(c) 2004 American Banker. All rts. reserv.

0254455

**\* Web Services Claim to Speed Charitable Donations**

American Banker - January 17, 2001; Pg. 7; Vol. 166, No. 11

DOCUMENT TYPE: Journal LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 433

BYLINE:

BY AMY L. ANDERSON

TEXT:

AssetStream Corp. in Woburn, Mass., and GiveaShare.com LLC in Atlanta  
have developed **online** services intended to make **charitable** donations of  
**appreciated stock** and mutual fund shares easier for donors and brokers.  
Experts say these types of donations...

28/3,K/15 (Item 1 from file: 267)  
DIALOG(R) File 267: Finance & Banking Newsletters  
(c) 2004 The Dialog Corp. All rts. reserv.

04595298

**Taking It Private**

Page Snow

Financial Planning

December 1, 2002 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH

WORD COUNT: 1794

RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

High-net-worth individuals have three choices when it comes to their estates: heirs, **charity**, or taxes. Naturally, everyone wants to avoid the last option. After making financial arrangements for...

...Increasingly, RIAs and independent financial planners are helping clients achieve these desires by including private **charitable foundations** as part of their wealth management services, an arrangement that benefits both clients and their advisers. In addition to the philanthropic benefits, private **foundations** provide an immediate tax deduction for gifts that will be made in the future. And when the **foundation** is funded with certain **appreciated securities**, the deduction is based on current market value, without triggering capital gains taxes.

Yet among...

...families those with \$5 million or greater net worth and who gave over \$32 billion to **charity** last year only 3.7% have taken advantage of the benefits of private **foundations**. In the past, there were several legitimate reasons why people never got started.

In some...

...to turn or what to do first. In others, they abandoned their plans to establish **foundations** rather than deal with complicated legal requirements, burdensome administrative tasks, and high costs.

Under the traditional private **foundation** model, the cost structure was such that it didn't make sense to consider this...

...least \$1 million, and usually more. That's because legal fees to set up a **foundation** could often reach \$20,000, and ongoing expenses could be 5% or more of assets every year.

This is no longer the case. A new model of private **foundations** that removes these obstacles and lowers the initial funding to as little as \$100,000...

...philanthropic content and consulting.

By significantly reducing the minimum amount needed to fund a private **foundation**, more people can engage in strategic philanthropy. Best of all, with the automation of the new model of private **foundations**, the focus can be on the client's philanthropic aims rather than administering the **foundation**.

Since founders can choose to distribute the assets over time, this can create a lasting legacy for generations to come. In fact, many founders use private **foundations** to establish a special link with their children based on shared values and to instill...



...family's values and interests.

One solution is to add trusted colleagues who understand the **foundation**'s values and priorities to the family board as needed. Recruiting individuals with relevant professional experience or expertise in the **foundation**'s area of giving can bolster the knowledge and skill base of the family. Adding...

...expertise and points of view to ensure effective decision-making.

The IRS requires that private **foundations** pay out at least 5% of their average net assets from the preceding year for **charitable** purposes. (New **foundations** have two years to meet their first 5% payout.) Salaries, operating expenses, and other costs incurred to manage the **foundation** can be included in that figure. In addition, while private **foundations** are exempt from income and estate taxes, they must pay a 1%-2% excise tax... (lobbying, voter registration, and grants to political campaigns).

\* Committing acts of self-dealing. Generally, private **foundations** may not own any part of a family (or other closely held) business or property...

...parents and children) and people under their employment may not engage in transactions with the **foundation**, except to make donations to it, or, under limited circumstances, to receive compensation at fair market value for services. In general, compensation must be similar to what a professionally managed **foundation** would pay a non-...similar work. Examples of self-dealing include purchasing items from or selling items to the **foundation**, using **foundation** assets or income for personal reasons, borrowing money from the **foundation**, and retaining **foundation** assets (such as paintings) on private premises.

Investments that jeopardize the **foundation**'s exempt purpose are also prohibited. Private **foundations** are required to follow the Prudent Investor Rules. The investment objective is to provide a...

...predictable income stream in the form of dividends, interest, and realized gains that enable the **foundation** to carry out its mission and make the required **charitable** distributions. The goal is to protect the principal in order to ensure the long-term viability of the **foundation**. Capital appreciation and liquidity should be strictly secondary objectives.

The IRS prohibits speculative investments that...

...are allowable as long as they are consistent with the Prudent Investor Rules and the **foundation**'s ownership interest is consistent with a balanced portfolio and the above investment objective.

A private **foundation** is a potent wealth management tool that benefits client and adviser alike. While private **foundations** aren't for everyone, affluent individuals who seek a powerful estate and tax planning instrument that supports their strategic philanthropic aspirations should certainly consider a private **foundation**. And for financial planners who want to get to know their clients on a deeper, more personal level, while retaining and increasing assets under management, private **foundations** offer many advantages.

Page Snow is chief philanthropic officer at **Foundation Source**. Based in Norwalk, Conn., **Foundation Source** offers turnkey solutions for private **foundations**, which include **foundation** structure, administration, compliance oversight, technology, and philanthropic services. She can be reached at [pagesnow@foundationsource...](mailto:pagesnow@foundationsource...)

28/3,K/16 (Item 2 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

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04577276

**Life Insurance Lives! Despite the possible repeal of the estate tax and uncertainty over split-dollar arrangements, insurers are optimistic that sales will stay robust.**

Donald Jay Korn

Financial Planning

April 1, 2001 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH

WORD COUNT: 2583

RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...carry-over basis." That is, heirs would owe a capital gains tax when they sell **appreciated assets**, based upon the original owner's basis.

"Carry-over basis would be an administrative nightmare...Older, affluent people will continue to need life insurance for estate planning, wealth transfer and **charitable** giving strategies, contends Mark DeTora, vice president of individual insurance at Sun Life Financial in...the market has become "overly competitive," as companies vie to offer the lowest quotes on **online** insurance Web sites. "I question the profitability of a lot of this business, and I...

...at ING Security Life, says her company has begun using Webcasts (essentially, broadcasts over the **Internet** ) for new production introductions and other important announcements. "We have more reach that way, and...

...can't make the live event, he or she can retrieve it later, over the **Internet**, when it's convenient."

\* Looking at long-term care. Increasingly, Americans are worrying as much

28/3,K/17 (Item 3 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

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04541315

**Market Losses = Tax Options: For many clients, 1998 could prove to be one of the first opportunities to rebalance and diversify their portfolios without incurring a big tax bill.**

Diane E. Picard

Financial Planning

November 1, 1998 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH

WORD COUNT: 1525

RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...problem is that more and more people are doing more of their own investing using the **Internet** and such and don't keep such good records," he adds. "Planners need to be aware...10,000 per person limit, planners should also remind clients of the possibility of establishing **charitable** remainder trusts. "Many people do not take advantage of the fact that they can make **charitable** donations using **appreciated securities** held more than one year," Picker says. "You get the full deduction for the value...